

## Message Text

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71

ACTION EA-09

INFO OCT-01 EUR-12 IO-13 ISO-00 DEAE-00 CIAE-00 INR-07

JUSE-00 NSAE-00 SNM-02 TRSE-00 USIA-06 NSC-05 OES-06

OMB-01 /062 W

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R 210240Z JUL 76

FM AMEMBASSY VIENTIANE

TO SECSTATE WASHDC 6779

INFO AMEMBASSY BANGKOK

AMEMBASSY PARIS

AMCONSUL HONG KONG

USUN NEW YORK 574

USMISSION GENEVA

CINCPAC

LIMITED OFFICE USE VIENTIANE 1766

CINCPAC FOR POLAND

E.O. 11652: N/A

TAGS: SNAR INCB LA

SUBJECT: U.S. DRUG COMPANY CONTACT WITH LAO GOVERNMENT REGARDING  
PHARMACEUTICAL PRODUCTION

REF: STATE 176051 (152345Z JUL 76, TOTAL

1. REFTTEL REFERS TO MAY VISIT TO VIENTIANE BY A. LEWIS  
BURRIDGE, STERLING DRUG REGIONAL REPRESENTATIVE  
BASED IN MANILA (ALSO AN OFFICIAL OF APCAC), WHO CALLED  
ON LAO GOVERNMENT OFFICIALS TO DISCUSS PLANS TO ASSIST  
IN FURTHER DEVELOPMENT OF LAO PHARMACEUTICAL FACTORY.

2. WE DISCUSSED VISIT WITH FRANK MANLEY, AMERICAN  
BUSINESSMAN RESIDENT IN VIENTIANE WHO ACCOMPANIED  
BURRIDGE ON CALLS.

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3. MANLEY SAID FACTORY WAS SET UP UNDER EARLIER  
GOVERNMENT TO PRODUCE A WIDE RANGE OF PHARMACEUTICAL  
PRODUCTS. HE ADDED THAT BURRIDGE TOLD LAO OFFICIALS  
STERLING WAS INTERESTED IN PROMOTING OVERALL FACTORY

PRODUCTION, OF WHICH OUTPUT OF MORPHINE WOULD BE ONLY ONE PART.

4. BURRIDGE ALSO MET WITH VIENTIANE UNIDO REPRESENTATIVE WHO WAS ENTHUSIASTIC ABOUT ROLE UNIDO COULD PLAY IN LABOR TRAINING AT FACTORY.

5. AFTER LEAVING VIENTIANE, BURRIDGE PLANNED TO TRAVEL TO NEW YORK TO REVIEW STERLING PROPOSAL THERE. MANLEY SAID BURRIDGE PROMISED TO LET HIM KNOW RESULTS OF HIS DISCUSSIONS REGARDING LAO VENTURE.

6. MANLEY CHARACTERIZED THE PERIOD SINCE MAY AS "GERMINATING TIME" FOR THE STERLING PROPOSAL AND SAID, AS FAR AS HE KNEW, THERE HAD BEEN NO NEW DEVELOPMENTS.

7. MANLEY OBSERVED THAT LAO GOVERNMENT WOULD BE INTERESTED IN LOCAL REFINING OF OPIUM TO MEDICAL-GRADE MORPHINE AS THIS WOULD BE LEGAL WAY TO OBTAIN NEEDED FOREIGN EXCHANGE AND WOULD ALSO PRODUCE GREATER REVENUES FOR GOVERNMENT THAN WHATEVER IT MIGHT OBTAIN FROM ILLICIT RAW OPIUM DRUG FLOW.

8. COMMENT: MANLEY IS REPUTABLE AMERICAN BUSINESSMAN, RESIDENT HERE FOR OVER FIFTEEN YEARS. WE BELIEVE HE IS TELLING TRUTH ABOUT STERLING'S REPRESENTATIONS. IT IS NOT CLEAR WHETHER HIS APPRAISAL OF LPDR INTEREST IN OPIUM REFINING IS ACCURATE.

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## Message Attributes

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**To:** STATE INFO BANGKOK  
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HONG KONG  
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